Autosoft® Adopts Motive Retail's Integration Automation Platform

Autosoft®
Dealer Management System

Executive Summary:

Autosoft® is a rapidly growing U.S. DMS provider that needed a fast, efficient means of allowing qualified 3rd parties to integrate with their FLEX DMS system. Autosoft® had previously worked with the Motive Integrator ™ platform while working on OEM projects and saw the value of its automated testing and certification applications. When it came time for them to implement their 3rd party program, FLEX Connect, using the Motive Integrator™ platform to automate integrations was a natural decision.

About Autosoft®:

Autosoft®'s FLEX DMS is a complete and integrated dealership management system (DMS). This open-system platform gives dealers the most flexible and secure choices for managing and sharing data with OEMs and third parties. Autosoft®'s FLEX Connect program allows 3rd party's to easily integrate with their DMS.

30,000 Users | 2,000 Car Dealers | Over 160 Third Party Integrations

CHALLENGE

When Autosoft® began offering FLEX Connect**, they needed a program that would support 3rd party integrations but would require minimal involvement from their own IT team**. Manual integration methods were slow and error prone and wouldn't support the rapid onboarding, testing, certification, and rollout of multiple third party interfaces.

This slow pace would have delayed the integration process, resulting in lost revenue for Autosoft® and their partners. A faster, easier to implement and manage solution was required.

SOLUTION

Motive Integrator was chosen because **it's *multi-user functionality and automated development, testing and certification tools*** would provide a fast, flexible, path to integration and require minimal IT involvement from Autosoft® .

Third parties could then use Motive Integrator's self-serve automation tools to manage their own integration process with minimal assistance and at their own pace. **Autosoft® would also maintain 360° visibility of each 3rd party's progress** and ensure that they were fully certified before rollout.

RESULTS

Faster, easier rollouts means more 3rd parties becoming partners with Autosoft®. This makes Autosoft®'s system more appealing to dealers, as they could offer their DMS with a wider variety of additional apps, all working seamlessly together, thus extending the capabilities of their platform.

3rd parties appreciate Motive Integrator's automated testing and certification tools and the ability to integrate at their own pace. A frequently heard comment is: **"These are the easiest certifications that we have ever done"**

Autosoft
Dealer Management System ™

80%	**58**	**65%**
Of Test Cases Automated	New Interfaces In 18 Months	Faster Integrations With Motive Integrator

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When asked about working with Motive Retail, Dale Novotniak, Product Manager for Autosoft®, commented:

"I appreciate the fact that we are able to "hand off" the 3rd party certification process to Motive Retail and know that everything will go smoothly."

"Having great technical support and a single point of contact is a big plus for us. Using the Motive Integrator platform allows us to rollout 3rd party integrations much faster with fewer IT resources."

Motive Retail

> *"We partner with Motive Retail to ensure the most cost effective, fastest, and secure integration for our partners and dealers."*
> **Bryce Veon**
> *President and CEO, Autosoft®*

Are You Evaluating Retail Integration Solutions?

Questions?

Give us a call and an integration specialist will answer any questions that you might have.

303 862 5916

Request A Demo

One of our integration specialists will show you how Motive Retail's integration automation platform can deliver the fastest certified interfaces.

Demo Request